Terence J.V. Saldanha
Associate Professor, and Becky and Howard Young Distinguished Professor
Department of Management Information Systems
Terry College of Business, University of Georgia
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Education

- Ph.D., Business Information Technology (Business Administration), Ross School of Business, University of Michigan, Ann Arbor, August 2012.
  - Dissertation Title: "Mechanisms Underlying IT-enabled Business Innovation: Review, Theoretical Framework, and Empirical Analyses".
  - Committee Members: M.S. Krishnan (chair), Nigel P. Melville, Gerald F. Davis, Robert J. Franzese.
- Masters of Business Administration (MBA), S.P. Jain Institute of Management and Research, Mumbai, India, April 2007, Major: Information Management.
- Bachelor of Engineering (major: Electronics Engineering), University of Mumbai, India, June 2000.

Academic Experience

- Associate Professor (with tenure), and Becky and Howard Young Distinguished Professor, Terry College of Business, University of Georgia, Athens, GA, August 2022 – present.
- Associate Professor (with tenure), Terry College of Business, University of Georgia, Athens, GA, August 2021 – July 2022.
- Assistant Professor, Terry College of Business, University of Georgia, Athens, GA, August 2019 – July 2021.
- Assistant Professor, Carson College of Business, Washington State University, Pullman, WA, August 2014 – May 2019.
- Assistant Professor, School of Business, Emporia State University, Emporia, KS, August 2012 – August 2014.

Journal Publications (in reverse-chronological order)

1. **Saldanha, T.**; Andrade-Rojas, M.; Kathuria, A.; Khuntia, J.; and Krishnan, M.S. 2023 (accepted) "How the Locus of Uncertainty Shapes the Influence of CEO Long-term Compensation on IT Capital Investments", accepted at *MIS Quarterly*.

2. Andrade-Rojas, M.; **Saldanha, T.**; Kathuria, A.; Khuntia, J.; and Boh, W.F. 2023 (accepted) "How IT Overcomes Deficiencies for Innovation in SMEs: Closed Innovation versus Open Innovation", accepted at *Information Systems Research*.

3. Malgonde, O.; **Saldanha, T.**; and Mithas, S. 2023. "Resilience in the Open Source Software Community: How Pandemic and Unemployment Shocks Influence Contributions to Others' and One's Own Projects", *MIS Quarterly* (47:1), pp. 361-390 (Download).

4. Mithas, S.; Chen, Z.; **Saldanha, T.**; and Silveira, A. 2022. "How Will Artificial Intelligence and Industry 4.0 Emerging Technologies Transform Operations Management?", *Production and Operations Management* (31:12), pp. 4475-4487 (Download).

5. **Saldanha, T.**; Mithas, S.; Khuntia, J.; Whitaker, J.; and Melville, N. 2022. "How Green Information Technology Standards and Strategies Influence Performance: Role of Environment, Cost and Dual Focus", *MIS Quarterly* (46:4), pp. 2367-2386 (Download).

6. Khuntia, J.; **Saldanha, T.**; Kathuria, A.; and Tanniru, M. 2022. "Digital Service Flexibility: A Conceptual Framework and Roadmap for Digital Business Transformation", *European Journal of Information Systems* (Download).

7. **Saldanha, T.**; Kathuria, A.; Khuntia, J.; and Konsynski, B. 2022. "Ghosts in the Machine: How Marketing and Human Capital Investments Enhance Customer Growth when Innovative Services Leverage Self-Service Technologies", *Information Systems Research* (33:1), pp. 76-109 ([Download](#)).

8. **Saldanha, T.**; Mariadoss, B.; Wu, M.; and Mithas, S. 2021. "How Information and Communication Technology Shapes the Influence of Culture on Innovation: A Country-level Analysis"*, Journal of Management Information Systems* (38:1), pp. 108-139 ([Download](#)).

9. Khuntia, J.; Kathuria, A.; Andrade, M.; **Saldanha, T.**; and Celly, N. 2021. "How Foreign and Domestic Firms Differ in Leveraging IT-enabled Supply Chain Information Integration in BOP Markets: The Role of Supplier and Client Business Collaboration"*, Journal of the Association for Information Systems* (22:3), pp. 695-738 ([Download](#)).

10. **Saldanha, T.**; Lee, D.; and Mithas, S. 2020. "Aligning Information Technology and Business: The Differential Effects of Alignment During Investment Planning, Delivery, and Change", *Information Systems Research* (31:4), pp. 1260-1281 ([Download](#)).

11. Ramakrishnan, T.; Khuntia, J.; Kathuria, A.; and **Saldanha, T.** 2020. "An Integrated Model of Business Intelligence & Analytics Capabilities and Organizational Performance", *Communications of the Association for Information Systems* (46), pp. 722-750. ([Download](#)).

12. **Saldanha, T.**; Sahaym, A.; Mithas, S.; Andrade, M.; Kathuria, A.; and Lee, H. 2020. "Turning Liabilities of Global Operations into Assets: IT-enabled Social Integration Capacity and Exploratory Innovation", *Information Systems Research* (31:2), pp. 361-382. ([Download](#)).

13. Khuntia, J.; Kathuria, A.; **Saldanha, T.**; and Konsynski, B. 2019. "Benefits of IT-enabled Flexibilities for Foreign versus Domestic Firms in Emerging Economies," *Journal of Management Information Systems* (36:3), pp. 855-892. ([Download](#)).

14. Kathuria, A.; Mann, A.; Khuntia, J.; **Saldanha, T.**; and Kauffman, R. 2018. "A Strategic Value Appropriation Path for Cloud Computing", *Journal of Management Information Systems* (35:3), pp. 740-775. ([Download](#)).

15. Khuntia, J.; **Saldanha, T.**; Mithas, S.; and Sambamurthy, V. 2018. "Information Technology and Sustainability: Evidence from an Emerging Economy", *Production and Operations Management* (26:4), pp. 756-773. ([Download](#)).

16. Melville, N.; **Saldanha, T.**; and Rush, D. 2017. "Systems Enabling Low-Carbon Operations: The Salience of Accuracy", *Journal of Cleaner Production* (166), pp. 1064-1077. ([Download](#)).

17. **Saldanha, T.**; Mithas, S.; and Krishnan, M.S. 2017. "Leveraging Customer Involvement for Fueling Innovation: The Role of Relational and Analytical Information Processing Capabilities", *MIS Quarterly* (41:1), pp. 267-286. ([Download](#)).

18. **Saldanha, T.**; Melville, N.; Ramirez, R.; and Richardson, V. 2013. "Information Systems for Collaborating versus Transacting: Impact on Manufacturing Plant Performance in the Presence of Demand Volatility", *Journal of Operations Management* (31:6), pp. 313-329. ([Download](#)).

19. Lim, S.; **Saldanha, T.**; Malladi, S.; and Melville, N. 2013. "Theories used in Information Systems Research: Insights from Complex Network Analysis", *Journal of Information Technology Theory and Application* (14:2), pp. 5-46. ([Download](#)).

20. **Saldanha, T.**; and Krishnan, M.S. 2012. "Organizational Adoption of Web 2.0 Technologies: An Empirical Analysis", *Journal of Organizational Computing and Electronic Commerce* (22:4), pp. 301-333. ([Download](#)).

Book Chapters

1. Ramakrishnan, T.; Kathuria, A.; and **Saldanha, T.** 2020. "Business Intelligence and Analytics Capabilities in Heathcare", In: Khuntia, J.; Ning, X.; and Tanniru, M. (eds) Theory and Practice of Business Intelligence in Healthcare, (Download) (accepted in 2019).

2. Ramakrishnan, T.; Khuntia, J.; Kathuria, A.; and **Saldanha, T.** 2018. "Business Intelligence Capabilities", In: Deokar, A.; Gupta, A.; Iyer, L.; and Jones, M. (eds) Analytics and Data Science. *Annals of Information Systems*, (Download) (accepted in October 2016).

Conference Proceedings (in reverse-chronological order. Some of the below are early versions of above listed journal or working papers)

1. Saldanha, T., Kathuria, A., Khuntia, J., Konsynski. B. "It's a Dangerous Business, Going Out Your Door: Overcoming Institutional Distances Through IS", *Proceedings of International Conference on Information Systems (ICIS),* 2021. (Download).

2. Andrade, M., Saldanha, T.; Khuntia, J.; Kathuria, A.; and Boh, W.F. "Overcoming Innovation Deficiencies in Mexico: Use of Open Innovation through IT and Closed Innovation through IT by Small and Medium Enterprises", *Proceedings of Hawaii International Conference on Systems Sciences,* 2021. (Download).

3. Kathuria, A., Saldanha, T., Khuntia, J., Andrade, M., Mithas, S., and Hah, H. "Inferring Supplier Quality in the Gig Economy: The Effectiveness of Signals in Freelance Job Markets", *Proceedings of Hawaii International Conference on Systems Sciences,* 2021. (Download).

4. Saldanha, T., Pomirleanu, N., Mariadoss, B., and Mithas, S. "Information Technology, Learning, and Sales Performance", *Proceedings of International Conference on Information Systems (ICIS),* 2020. (Download).

5. Andrade, M., Saldanha, T.; Khuntia, J.; Kathuria, A.; and Boh, W.F. "Overcoming Deficiencies for Innovation in SMEs: IT for Closed Innovation versus IT for Open Innovation", *Proceedings of International Conference on Information Systems (ICIS),* 2020. (Download).

6. Mithas, S., Park, Y., and Saldanha, T. "Digital Strategy, and Discretionary Expenditures: Novel Insights From a Configurational Approach", *Proceedings of Academy of Management (AOM)*, 2020. (Download)

7. Xue, N., Khuntia, J., Saldanha, T., and Melville, N. "The Role of Green IS Governance: Climate Change Risk Identification and Carbon Disclosure Performance", *Proceedings of International Conference on Information Systems (ICIS),* Munich, Germany, 2019. (Download).

8. Saldanha, T., Kathuria, A., Khuntia, J., Konsynski, B., and Andrade, M. "Leveraging Digitization of Services for Performance: Evidence from the Credit Union Industry", *Proceedings of International Conference on Information Systems (ICIS),* Seoul, South Korea, 2017. (Best paper in "General Topics" track; Nominated for Conference best paper) (Download).

9. Khuntia, J.; Kathuria, A.; Andrade, M.; and Saldanha, T. "Supply Chain Information Integration and Firm Performance: Evidence from India", *Proceedings of Americas Conference on Information Systems,* Boston, 2017 (Download).

10. Kathuria, A., Saldanha, T., Khuntia, J., and Andrade, M. "How Information Management Capability Affects Innovation Capability and Firm Performance under Turbulence: Evidence from India", *Proceedings of International Conference on Information Systems (ICIS),* Dublin, Ireland, 2016. (Download).

11. Andrade, M., Khuntia, J., Saldanha, T., Kathuria, A., and Krishnan, M.S. "Growth Oriented Digital Strategy and Long-Term Compensation of Chief Executives", *Proceedings of International Conference on Information Systems (ICIS),* Dublin, Ireland, 2016 (Download).

12. Andrade, M., Saldanha, T., Khuntia, J., and Kathuria, A. "IT-Orientation Effects on Obstacles and Facilitators of Innovation: An Emerging Economy Perspective in Mexico", *Proceedings of Americas Conference on Information Systems,* San Diego, 2016 (Download).

13. Mann, A., Kathuria, A., Khuntia, J., and Saldanha, T. "Cloud-Integration and Business Flexibility: The Mediating Role of Cloud Functional Capabilities", *Proceedings of Americas Conference on Information Systems,* San Diego, 2016 (Download).

14. Thiagarajan, R., Khuntia, J., Kathuria, A., and Saldanha, T. "Business Intelligence Capabilities and Effectiveness: An Integrated Model", *Proceedings of Hawaii International Conference on Systems Sciences (HICSS), Hawaii,* 2016 (Download).

15. Kathuria, A., Saldanha, T., Khuntia, J., Andrade, M., Hah, H. "Strategic Intent, Contract Duration, and Performance: Evidence from Micro-outsourcing", *Proceedings of International Conference on Information Systems (ICIS), Fort Worth,* 2015 (Download).

16. Saldanha, T., Waegelin, J., Khuntia, J., Kathuria, A, Andrade, M. "Do CEO's Long-Term Performance Incentives Induce IT Investments? Theory, Evidence, and Industry Contingencies", *Proceedings of Americas Conference on Information Systems (AMCIS),* San Juan, 2015 (Download).

17. Khuntia, J., Saldanha, T., Kathuria, A. "Dancing in the Tigers' Den: MNCs versus Local Firms Leveraging IT-Enabled Strategic Flexibility," *Proceedings of International Conference on Information Systems (ICIS)*, Auckland, New Zealand, 2014. (Download).

18. Kathuria, A., Andrade, M., Saldanha, T., and Khuntia, J. "Extent Versus Range of Service Digitization: Implications for Firm Performance," *Proceedings of Americas Conference on Information Systems (AMCIS)*, Savannah, 2014 (Download).

19. Saldanha, T., Kathuria, A., and Khuntia, J. "Digital Service Flexibility and Performance of Credit Unions", *Proceedings of Americas Conference on Information Systems (AMCIS)*, Chicago, 2013 (Download).

20. Melville, N., and Saldanha, T. "Information Systems for Managing Energy and Carbon Emission Information: Empirical Analysis of Adoption Antecedents", *Proceedings of Hawaii International Conference on Systems Sciences*, 2013 (Download).

21. Saldanha, T., and Krishnan, M.S. "Leveraging IT for Business Innovation: Does the Role of the CIO Matter?", *Proceedings of International Conference on Information Systems,* Shanghai, China, 2011. (Download)

22. Saldanha, T., and Krishnan, M.S. "BI and CRM for Customer Involvement in Product and Service Development", *Proceedings of International Conference on Information Systems,* Shanghai, China, 2011 (Download)

23. Kumar, S., Saldanha, T., and Krishnan, M.S. "Antecedents and Effect of IT Usage on Performance", *Proceedings of the Americas Conference on Information Systems,* Detroit, 2011 (Download)

24. Saldanha, T., and Krishnan, M.S. "Organizational Adoption of Web 2.0 Technologies: An Empirical Analysis", *Proceedings of Americas Conference on Information Systems,* Lima, Peru, 2010 (Download)

25. Lim, S., Saldanha, T., Malladi, S., and Melville, N. "Theories Used in Information Systems Research: Identifying Theory Networks in Leading IS Journals", *Proceedings of International Conference on Information Systems,* Phoenix, 2009 (Download).

Professional Service

- Senior Editor, *Production and Operations Management*, April 2022 - present
- Co-Chair, INFORMS Conference on Information Systems and Technology (CIST), 2024 (scheduled).
- Member of Faculty Concerns Committee at Terry College, UGA, Fall 2021 – present.
- Member of Faculty Recruitment Search Committee at MIS, UGA, Fall 2021-Spring 2022.
- Member of Ph.D. Program Committee at MIS department, Terry College, UGA, Spring 2021 – present.
- Expert Review Panel member, *MIS Quarterly*, Research Commentary on "Digital Resilience for the Climate Crisis", September 2022
- Guest Associate Editor, *European Journal of Information Systems – Special Issue on "Dark Side of Analytics and Artificial Intelligence"*, May 2020 - December 2020.
- Coordinator for MIS Research Workshops Series at UGA, Spring 2020 – Fall 2020.
- Participation in comprehensive exams process for UGA MIS PhD students, Spring 2020, 2021.
- Participation in screening & selection process for new Ph.D. applicants at UGA, 2020, 2021.
- Participation in MIS faculty search process, University of Georgia, 2019-2020.
- Dissertation Committee Co-Chair for 1 MIS Ph.D. student at UGA
    - Kamesh Mallampalli (graduated in May 2021, initial placement: U. of Arkansas – visiting asst. prof., , current placement: U. of Arkansas Assistant Prof tenure track)
- Coordinator for Friday Research Seminar Series (FRSS) at WSU, Fall 2018 – Spring 2019.
- Program Committee member, INFORMS Conference on Information Systems and Technology (CIST), 2017, 2018, 2019, 2020, 2021, 2022, 2023.
- Associate Editor, *Electronic Commerce Research and Applications* (ECRA), May 2018 – December 2020.
- Associate Editor (AE) of International Conference on Information Systems (ICIS).
    - AE of "IT Implementation and Adoption" track in ICIS 2023 (scheduled).
    - AE of "Governance, Strategy and Value of IS" track in ICIS 2022, 2021, 2019.
    - AE of "Digital Innovation, Entrepreneurship and New Business Models" track in ICIS 2020.
    - AE of "General Topics" track in ICIS 2018.
- Associate Editor (AE) of European Conference on Information Systems (ECIS), 2021, 2022, 2023.
- Paper Discussant at Workshop on Information Systems and Economics (WISE) 2017, Seoul, South Korea.
- Member of Research Committee, Carson College of Business, WSU, Fall 2017-Spring 2019
- Session Chair at Production and Operations Management Conference, 2017, Seattle.
- MIS course equivalency coordinator at WSU, 2016-2019
- Participation in Planning Group for Online Programs in MIS Department Strategic Plan, 2016-2017
- Participation in comprehensive exams process (written and oral) for MIS PhD students, 2015-2017.
- Participation in screening & selection process for new Ph.D. applicants at WSU, Spring 2015, 2016, 2017, 2018.
- Member, MIS faculty search committee, Washington State University, 2014-2015, 2015-2016.
- Online course re-design, Washington State University, 2015.
- Dissertation Committee Member for 6 MIS Ph.D. students at Washington State University
    - Mina Jafarijoo (graduated in June 2019, initial placement: Stockton University)
    - Zuan Sun (graduated in June 2019, initial placement: Whitworth University)
    - Mike Kennedy (graduated in January 2019, initial placement: UBC, Research scientist)
    - Joseph Taylor (graduated in April 2016, initial placement: California State University, Sacramento)
    - Bahae Samhan (graduated in April 2016, initial placement: Illinois State University)
    - Majid Dadgar (graduated in April 2016, initial placement: University of San Francisco)
- Member of MIS curriculum committee, Washington State University, Fall 2014- Spring 2019.
- Co-chair for Mini-Track on "Impact of IT on Strategic Innovation and Competitive Advantage", Americas Conference on Information Systems (AMCIS), 2012-2023.
- Reviewer for Journals:
    - *MIS Quarterly*
    - *Information Systems Research*
    - *Journal of Management Information Systems*
    - *Journal of the Association for Information Systems*
    - *Management Science*
    - *Strategic Management Journal*
    - *Production and Operations Management*

- o *Research Policy*
  - o *Decision Sciences*
  - o *European Journal of Information Systems*
- Reviewer for Conferences
  - o *International Conference on Information Systems (ICIS)*
  - o *Americas Conference on Information Systems (AMCIS)*
  - o *Hawaii International Conference on Systems Sciences (HICCS)*
  - o *European Conference on Systems Sciences (ECIS)*
  - o *INFORMS Conference on Information Systems and Technology (CIST)*
  - o *Academy of Management (AOM)*
- Editorial Board Member
  - o Senior Editor (POM), April 2022- present
  - o *Electronic Commerce Research and Applications* (ECRA), May 16, 2018 – December 2020
  - o *American Journal of Information Technology,* December 2016- December 2018
- Co-organizer of IT Teaching Workshop, Ross School of Business, 2011.
- Coordinator for Business Information Technology Student-Faculty Research Seminar Series, a series of bi-weekly research seminars at the Ross School of Business, 2009-2010.

Consortia and Workshops

- MISQ Author Development Workshop, held at AMCIS, Boston, August 2017
- MISQ Reviewer Development Workshop, held at AMCIS, San Diego, August 2016
- International Conference on Information Systems (ICIS) Junior Faculty Consortium, December 2012, Orlando.

Doctoral Consortia

- International Conference on Information Systems (ICIS) Doctoral Consortium, 2011, Shanghai, China.
- Americas Conference on Information Systems (AMCIS) Doctoral Consortium, 2011, Detroit.
- Organizational Communications and Information Systems (OCIS) Doctoral Consortium, 2011, San Antonio.
- Decision Sciences Institute (DSI) Doctoral Consortium, 2011, Boston.

Awards/ Fellowships

- Charles Gessner Fellowship, 2011-2012.[1]
- Robert and Janet Neary Fellowship, 2010.[2]
- ISEF Fellowship, 2007-2011.
- Ross School of Business (RSB) Fellowship, 2007-2011.

Prior Industry Experience

- Software Developer, Infosys Technologies Limited, Bangalore, India, 2003-2005.
- Systems Engineer, Tata Infotech Limited, Mumbai, India, 2000-2003

Technical Skills and Experience

- Programming Languages: C, C++, Visual C++, Java

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[1]This Fellowship was "established to support outstanding students from developing nations".

[2]This Fellowship is awarded to at least two deserving students who have shown excellent progress and academic excellence."

- Databases